

1. The first step in the process of identifying a problem is to recognize that a problem exists. This is often done by comparing current performance with a desired state or goal. If there is a discrepancy, a problem is identified. For example, a company might set a goal for increasing sales by 10% in the next quarter. If the actual sales are only 5% higher than the previous quarter, a problem is identified.

2. The second step is to define the problem. This involves identifying the specific aspects of the problem that need to be addressed. For example, if the problem is low sales, the specific aspects might be low customer awareness, poor product quality, or ineffective marketing.

3. The third step is to analyze the problem. This involves identifying the causes of the problem and the factors that are contributing to it. For example, if the problem is low sales, the causes might be a lack of marketing budget, poor timing of the product launch, or a weak sales team.

4. The fourth step is to develop a solution. This involves identifying the actions that need to be taken to address the problem. For example, if the problem is low sales, the solution might be to increase the marketing budget, improve the product quality, or hire a new sales team.

5. The fifth step is to implement the solution. This involves putting the solution into action and monitoring the results. For example, if the solution is to increase the marketing budget, the company might launch a new advertising campaign and track the results.

6. The sixth step is to evaluate the results. This involves comparing the actual results with the desired state or goal. If the results are satisfactory, the problem is solved. If not, the process starts over.

**ALEX NOGUEROLA**

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INTERFERENCE SEARCHED			
Class	Subclass	Date	Examiner
204	403.14	7/07/06	C1
'	403.11		
204	416	7/07/06	C15

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